



# **Dallas Independent School District**

## **Exhibit 2**

### **NUMBER OF SERVERS AND NETWORK DROPS AS WELL AS HARDWARE CURRENTLY IN PLACE**

#### **Hardware Currently In Place**

Please refer to the CD provided that is titled Current Network Equipment.

#### **Number of Servers and Network Drops**

There are 100 servers being requested as part of the 90% school request and 15,000 network drops for 90% schools.



# Dallas Independent School District

## Exhibit 3

### RESOURCES AND STRATEGIES FOR PROFESSIONAL DEVELOPMENT

#### Strategies

The district has dedicated training staff. These individuals are focused in four areas:

- Professional Development – Pedagogical; Job Related; Management & Leadership Training
- Application Specific Training – Microsoft Office; Oracle Finance, HR, etc.
- Instructional Technology – Integrating Technology
- Contracted Trainers – All disciplines

Training is provided to all DISD staff. This training ranges from advanced Doctorial offerings for DISD professionals to safety training for janitorial staff. All supervisors and managers at a certain level and above must complete 70 hours of professional development annually – no exceptions. All pedagogical staff must complete mandatory professional development training. In addition to scheduled offerings, DISD offers after hour programs whereby staff can receive training on software products that can have an impact on career advancement.

The district does utilize a “train the trainers” concept in many cases. Besides being an excellent way to retain the training expertise in-house, this method of training is the best way to get to all 20,000 employees trained (or a subset) in the fastest possible time.

As listed above, the district does use contracted training. In addition, training is obtained through Education Service Agencies such as Region 10.

#### Resources

The district has dedicated training departments. As shown on Item 25 – Worksheet Summary, more than \$16M dollars is earmarked for professional development. These monies are earmarked for trainers, programmers, facilities, facilities improvements, etc.

We have included as Attachment 4 Instructional Technology and Attachment 5, two organizations that deliver professional development to the district. These are included in Instructional Technology – we have included a download from the Intranet on their course offerings and their Red Book, which lists others, and Professional Development and Staff Training. We have included their organization chart as well as their catalog of training offerings.



# Dallas Independent School District

## Exhibit 4

### RESOURCES AND STRATEGIES FOR ACQUIRING SOFTWARE

#### Strategies

Software acquisitions for the district are a direct response to a business need of the DISD. Working with a functional department, MIS will define the problem or issue that needs to be addressed and identify alternative solutions. If a software solution is determined to be the best approach, the MIS, user department, and Purchasing department will create an RFP that defines the current state of the District, the needs that must be met, the technical system requirements, and the functional requirements of the solution.

The Purchasing department will issue an RFP. A committee comprised of functional and technical members will evaluate the responses and make a selection. During contract negotiations the project scope, timeline and total project budget including, software, hardware, training, implementation, conversion and ongoing maintenance are determined. The entire project is submitted to DISD management and School Board for approval.

Often, a cost/benefit analysis will be developed to determine if the investment is justified from a business perspective.

For educational acquisitions, a similar process is followed. Committees of pedagogical experts are identified to review all significant software acquisitions.

In both cases, software acquisitions are reviewed by Technology Services to determine the impact on the district systems and to ensure that all relevant costs are included. This includes maintenance costs, hardware requirements and staffing requirements, etc.

#### Resources

All district acquisitions are managed by the Purchasing Department. In addition to the Purchasing Department, the district utilizes resources from the various departments, MWBE, regional affiliations, donated services, consultative groups, local/state/federal resources where applicable. In addition, the district is the beneficiary of donated services from firms headquartered locally as well as those located nationally.



# Dallas Independent School District

## Exhibit 5

### SOFTWARE APPLICATIONS ADMINISTRATIVE AND EDUCATIONAL (1)

#### Administrative

Oracle ERP – Site License  
Novell Academic License Agreement  
Norton Antivirus – Site License  
Unisys Delta Student System  
Oracle Financial and HR/Payroll  
Application  
4GL School Solutions Special  
Education Tracking System  
Management Online Maintenance  
Work Order System  
Remedy Helpdesk  
MS Office  
MS Windows  
MS Terminal Server  
Adobe PageMaker  
Adobe Acrobat  
Paradox for Windows  
Novell Groupwise  
Novell Lan WorkPlace Pro  
Netware  
ZenWorks for Desktops and Servers  
Novell Cluster Services  
Novell Portal Services  
Novell iChain  
Novell Account Manager  
Symantec AntiVirus Corporate Edition –  
Site License  
Computerized Maintenance Management System

#### Educational

*Please refer to Red Book (included as  
Attachment 4, pgs 17 - 22  
Compass Learning – Limited Site License  
A+ - Limited Site License*

#### Planned purchases

Student Discipline System  
Student Information System

(1) List is not inclusive



## **Dallas Independent School District**

### **Exhibit 6**

#### **RETROFITTING**

Over the past 4 years, the district has spent more than \$5,000,000.00 annually on retrofitting. While the results of this work have contributed to our ability to perform the Erate work, it is the monies in the recently approved Bond Program that give us the ability to implement the Erate program. Included in Attachment 1 is a letter signed by Dr. Larry Groppe.

More than \$104M is being invested into the districts infrastructure. At this time, the district is actively planning the work so that it can precede and/or coincide with the Erate work, once funding is approved by the SLD.



**Dallas Independent School District**  
**Exhibit 7**

**MAINTENANCE**

Maintenance agreements are maintained on all key infrastructure components. DISD network staff maintains equipment that is outside the warranty period. Replacement parts are purchased from our Capital Budget.

The staff that maintains non-warranty equipment or equipment that is out of warranty is included in Section VI on Item 25 worksheet.



# **Dallas Independent School District**

Exhibit 8

**E-RATE IMPLEMENTATION DESCRIPTION FAX BACK PAGE 3**  
**(Please refer to next page)**





Dallas Independent School District

May 4, 2004

Mr. Al Arauz  
SLD  
80 S. Jefferson Road  
Whippany, NJ 07981

Dear Mr. Arauz:

On January 29, 2004, the Dallas Independent School District Board of Trustees approved the extension or renewal of the contract for Erate Year 7 services with the Consortium. As evidenced by the enclosed Board Document (No. 6.47) the Trustees approved \$20 million in funding for the Erate program. At the time, the district had not received funding commitment for Erate Year 6.

Having received the official funding commitment letters for Erate Year 6 April 2, 2004, the district is currently in the process of separating the Erate Year 6 funding from our Erate Year 7 filing to determine the resultant amount requiring funding by the district.

Funding for this program as with Erate Year 6 will come primarily from the districts Bond Program for which \$1.37 Billion has been authorized. Copies of the 3 Bond Issuances are included in the documentation. To date three Issuances have occurred totaling approximately \$792, 259,494.00.

Again, once the approximate amount of funding required for Erate Year 7 is determined, the district will prepare a Board document for funding and gain approval by the Trustees.

If we can provide further information, please do not hesitate to let us know.

Very truly yours,

A handwritten signature in cursive script that reads "Larry Groppel".

Larry Groppel, Deputy Superintendent  
Business Services

Dr. Mike Moses General Superintendent

3700 Ross Avenue • Dallas, Texas 75204-5491 • Telephone (972) 925-3200 • Fax (972) 925-3201



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## Dallas Independent School District

March 10, 2005

Letter of Appeal  
School and Libraries Division  
Box 125 -- Correspondence Unit  
80 South Jefferson Road  
Whippany, NJ 07981

Re: Letter of Appeal 2004-2005 Funding Year

Dear SLD:

Please accept this letter as the Dallas Independent School District's Letter of Appeal of the SLD's decision to not fund Erate Year 7 -- refer to Exhibit 1. The denials were based on the following: "FCC rules require that a contract for the products/services be signed and dated by both parties prior to the filing of the form 471." The district did in fact have a legally binding contract at the proper time.

A similar question was raised by the SLD during the Erate Year 6 process. In November 2004 the Dallas Independent School District was asked to provide documentation and a legal opinion explaining how the district had a legally binding agreement with the Consortium team of vendors at the time of filing the Funding Year 2003 Form 471; please refer to Exhibit 2. The legal opinion was reviewed, and the application was subsequently approved. Additionally, as referenced in the opinion, the three-year contract between the District and the Consortium also covers the funding years for 2004 and 2005.

**Applicant:** Dallas Independent School District  
**Billed Entity Number:** 140542  
**471 Application Number:** 400939 (Internal Connections)  
**Re:** Funding Commitment Denials for the following services:

FRN #	Service
1097137	Servers -- 90
1097144	Cabling -- 90
1097154	Cabling -- 80A
1133719	Cabling -- 57A
1133817	Servers -- 80
1133860	Servers -- 57
1134300	Network Electronics -- 90
1134340	Network Electronics -- 80
1134370	Network Electronics -- 57
1140978	Bond Cabling -- 83
1141044	Email -- 90
1145809	Video -- 90
1145840	Video -- 80
1145869	Video -- 57
1159350	Cabling -- 90
1159382	Cabling -- 80
1159407	Cabling -- 57

Dr. Larry Groppel Interim General Superintendent

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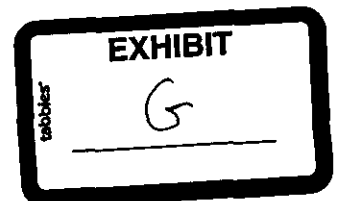


Exhibit 3 presents the SLD with the Consortium Contract, while Exhibit 4 is the district's letter to extend the contract through Erate Year 7.

Based on the review of the information enclosed, the Dallas ISD hereby requests that the FRN's denied for Erate Year 7 be approved.

If you have questions or if additional information is required, please contact me at 972-925-5660 phone; 972-925-5781 fax; or email [bohuchot@dallasisd.org](mailto:bohuchot@dallasisd.org).

Sincerely,



Ruben Bohuchot  
Chief Technology Officer  
Associate Superintendent

Enclosures:

1. Exhibit 1 – Provider Notification of Funding Commitment Denial
2. Exhibit 2 – Legal Opinion of Contract Validity
3. Exhibit 3 – Consortium Contract
4. Exhibit 4 – Contract Extension Letter Erate Year 7

Ref# 0405-67

**Dr. Larry Groppel** *Interim General Superintendent*

3700 Ross Avenue • Dallas, Texas 75204-5491 • Telephone (972) 925-3200 • Fax (972) 925-3201





## Dallas Independent School District

January 22, 2004

Mr. Frankie Wong  
President  
Micro System Enterprises, Inc.  
10614 Rockley Road  
Houston, Texas 77099

Re: Contract Renewal

Mr. Wong,

Per our agreement (Dallas Independent School District and The Consortium on January 31, 2003) please accept this letter as our desire to extend our contract to include Erate Year 7.

Should you have any questions please do not hesitate to ask.

Sincerely,

Ruben Bohuchot  
Associate Superintendent-Technology Services  
Dallas Independent School District

EXHIBIT

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